

Message Text

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ACTION EB-07

INFO OCT-01 NEA-10 ISO-00 COME-00 DODE-00 TRSE-00 ERDA-07

CIAE-00 INR-07 NSAE-00 AID-05 ACDA-10 /047 W

----- 129690

R 050530Z OCT 75

FM AMEMBASSY SANA

TO SECSTATE WASHDC 6487

INFO AMEMBASSY ABU DHABI

AMEMBASSY AMMAN

AMEMBASSY DAMASCUS

AMEMBASSY JIDDA

UNCLAS SANA 2775

EO 11652: N/A

TAGS: MASS, BEXP, YE

SUBJECT: US SALES ACTIVITY-YAR

1. ON 4 OCT 75 CAPT (RET) ROD PICKARD, PRESIDENT OF MARINE DYNAMICS CORP. 5220 BISCAYNE BLD. MIAMI, FLORIDA, CALLED ON EMBASSY TO INFORM US THAT HE HAD JUST CONCLUDED A CONTRACT FOR THE SALE OF THREE 105 FOOT ALUMINUM PATROL BOATS TO THE YAR NAVY. THESE PATROL CRAFT, SOLD WITH A FULL COMPLEMENT OF ELECTRONIC EQUIPMENT, BUT WITHOUT ARMAMENT, WILL BE PAID BY FOR THE GOVT OF ABU DHABI.

2. FOLLOWING THE SALE AND DELIVERY OF FIVE OF THESE CRAFT TO ABU DHABI, THE YEMENI AMB TO THAT COUNTRY SAW THE BOATS AND EXPRESSED A REAL INTEREST IN SEEING YEMEN ACQUIRE SIMILAR VESSELS. A SYRIAN NAVY ADVISOR IN OWU DHABI, ADMIRAL (RET) ADNAN ABDALLAH ENCOURAGED THIS INTEREST WITH THE RESULT THAT HE AND CAPT PICKARD VISITED SANA DURING THE WEEK OF 1 OCT 75 TO PURSUE THIS SALE. ASSISTED BY THE ABU DHABI AMBASSADOR TO YAR, CAPT PICKARD CALLED ON PRES HAMDY AND YAR COFS LTC AHMED AL-GHASHMI. AL-GHASHMI APPROVED THE SALE AND A CONTRACT WAS DRAWN UP AND SIGNED ON THE SPOT.

3. CAPT PICKARD, WHO HAS BEEN IN THE BOAT BUILDING BUSINESS

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SINCE 1947 GUARANTEES DELIVERY OF THE FIRST BOAT EIGHT MONTHS

FROM NOW WITH THE SECOND AND THIRD VESSELS EACH BEING DELIVERED
ON THE NINTH AND TENTH MONTHS RESPECTIVELY.

4. PARTICULARS ON THE PATROL CRAFT ARE:

A 105 FEET LENGTH

B ALL ALUMINUM HULL AND SUPERSTRUCTURE

C POWERED BY THREE GM 16V71 ENGINES: 750 HP EACH ENGINE

D TOP SPEED GUARANTEED AT 25 KNOTS (CAN ACTUALLY DO 31 KNOTS)

E ELECTRONIC GEAR INCLUDES 914 MODEL DECCA RADAR; DP 450
DECCA AUTO PILOT; SPERRY SR 130 GYRO COMPASS; SCIENTIFIC
INSTRUMENTS SINGLE SIDEBAND RADIO; RATHEYON DEPTH INDICATOR;
AND ALSO AIRCRAFT VHF COMMO CAPABILITY

F CREW OF 14.

5. THE COMPANY INTENDS TO BRING THREE YAR NAVY OFFICERS TO
THE US TO TRAIN ON THE VESSELS. AT THE TIME OF DELIVERY
TWO COMPANY TECHNICIANS WILL BE IN HODEIDA TO PROVIDE
FURTHER TECHNICAL TRAINING AND ADVICE. THE COMPANY ALSO
HAS AGREED TO SET UP A MAINTENANCE FACILITY FOR
THESE VESSELS IN HODEIDA AS PART OF A FIVE YEAR GUARANTEE
ON THE VESSELS.

6. FROM SANA CAPT PICKARD INTENDS TO VISIT AMMAN AND
DAMASCUS TO INQUIRE INTO THE POSSIBILITY OF FURTHER
SALES. THE SYRIAN ADMIRAL, ADNAN ABDALLAH, APPEARS
TO HAVE ENCOURAGED HIM CONCERNING THE POSSIBILITY
OF SALES IN SYRIA.

7. WE FULLY ENDORSE THIS SALE IN YAR AND ARE PLEASED
TO SEE THE EASE WITH WHICH THE SALE WAS NEGOTIATED,
WITH ABU DHABI BACKING AND ENCOURAGEMENT. LET US HOPE
THIS IS THE BEGINNING OF A RAPIDLY EXPANDING US
COMMERCIAL PRESENCE IN NORTH YEMEN.

SCOTES

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